The Contracting Vision - 2001

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Discussion Topics

- Dynamics of Government Contracting
- Top 10 Visionary Changes to Contracting in the New Millennium
- The Path Ahead: Implementing Change

Dynamics of Government Contracting

“The Good Old Days” ?????

- Some Grieve Over The Changes That Have Occurred in Contracting
- The Old Order Was Comfortable to Some

“Change Is The Only Constant”

Top 10 Visionary Changes To Contracting In The New Millennium

#1: The Scope & Vision of Federal Acquisition Policy Will Be Redefined

Also known as civil/military integration

#2: Globalization Of Defense Industry Suppliers

#3: Greater Reliance Placed On Commercial Industrial Capabilities

#4: Innovative Contractual Incentives Will Be Used To Achieve High Quality Goods & Services At Lowest Cost

#5: Government IT Architecture & Systems Will Interface With Each Other & Industry

#6: Long-Term, Results-Oriented Government & Supplier Relationships Will Be Established

#7: Increased Focus On Small, Minority & Disadvantaged High Tech, Innovative Firms

#8: Government Cost Accounting, Budgeting & Policy Guidance Will Adopt A Business-Based Approach

#9: Price-Based Acquisitions Will Become Commonplace

#10: Government/Contractor Disputes will Be handled through ADR

Top 10 Visionary Changes

- #1: Policy Redefined
- #2: Global Suppliers
- #3: Greater Gov’t Commercial Reliance
- #4: Innovative Techniques
- #5: IT Interface
- #6: Long-Term Gov’t/Supplier Contracts
- #7: Focus on SDB’s
- #8: Business-Based Govt Accounting
- #9: Price-Based Acq
- #10: Disputes - ADR

The Path Ahead: Implementing Change

SUMMARY